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(S/ /NF) SUBJ: EFFECTS OF THE CHERNOBYL NUCLEAR PLANT ACCIDENT ON SOVIET EFFORTS TO PROMOTE EXPORTS AND BORDER TRADE (b)(1) (b)(3)

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(S/ NF) 1. BORDER TRADE INVOLVING THE EXPORT OF SOVIET AGRICULTURAL PRODUCTS TO FINLAND IS EXPECTED TO SUFFER AS A RESULT OF THE CHERNOBYL NUCLEAR POWER PLANT ACCIDENT. ALTHOUGH THE FINNISH TRADING PARTNERS OF LENFINTORG, THE SOVIET TRADE ASSOCIATION RESPONSIBLE FOR BORDER TRADE WITH FINLAND, ARE CON- FIDENT THAT SERIOUSLY CONTAMINATED SOVIET PRODUCTS CAN BE DETECTED AND REMOVED FROM THE MARKET, PSYCHOLOGICAL FACTORS (b)(1) (b)(3)

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WILL NONETHELESS MAKE RESALE OF EVEN NON-CONTAMINATED FOODSTUFFS ON THE RETAIL MARKET DIFFICULT.

(S/[redacted]/NF) 2. TO CITE ONE EXAMPLE, FINNAIR, THE FINNISH STATE AIRLINE, HAS STOPPED IMPORTING SOVIET CAVIAR FOR USE ON ITS INTERNATIONAL FLIGHTS. THE COMPANY TOOK THIS STEP KNOWING THAT SOVIET CAVIAR COMES FROM THE CASPIAN SEA AREA WHERE CONTAMINATION FROM CHERNOBYL WAS THOUGHT TO HAVE BEEN LESS THAN ANYWHERE IN FINLAND BECAUSE OF THE DIRECTION OF PREVAILING WINDS. FOR LENFINTORG THE LOSS OF THIS SALE MEANS THE LOSS OF ABOUT 50,000 U.S. DOLLARS WORTH OF EXPORTS. (b)(1) (b)(3)

(S/[redacted]NF) 3. FINNISH IMPORTERS OF SOVIET PRODUCTS FEAR THAT CANNED FISH FROM AS FAR AWAY AS THE PACIFIC OCEAN MIGHT EVEN BE SUSPECT IN THE EYES OF CONSUMERS AFTER THE CHERNOBYL ACCIDENT. THEY ANTICIPATE THAT CUSTOMERS WILL PREFER TO BUY MARGINALLY INFERIOR SALMON FROM CANADA JUST TO BE ON THE SAFE SIDE. ALSO, PRODUCTS SUCH AS CUCUMBERS AND WATERMELONS THAT FOR YEARS HAVE BEEN IMPORTED FROM THE UKRAINE ARE NOT EXPECTED TO SELL WELL IN FINLAND THIS YEAR. IN ANTICIPATION OF THIS PROBLEM, FINNISH IMPORTERS WOULD LIKE TO TAKE AS AN INITIAL DELIVERY ONLY TWENTY PERCENT OF THEIR USUAL ORDER OF THESE ITEMS IN ORDER TO TEST THEIR MARKETABILITY. (SOURCE COMMENT: THE SOVIETS ARE NOT LIKELY (b)(1) (b)(3)

(S/[redacted]/NF) TO GO ALONG WITH THIS BECAUSE TRANSACTIONS OF THIS SORT REQUIRE A DE- GREE OF FLEXIBILITY SIMPLY NOT AFFORDED BY THE SOVIET SYSTEM.) (b)(1) (b)(3)

(S/[redacted]/NF) 4. IN SPITE OF THE NEGATIVE PSYCHOLOGICAL EFFECT THE CHERNOBYL ACCIDENT HAS HAD, SOVIET OFFICIALS HAVE RECENTLY STEPPED UP THEIR EFFORTS TO PROMOTE THE EXPORT OF AGRICULTURAL PRODUCTS. AMONG OTHER THINGS, THIS IS REFLECTED IN THE FACT THAT HIGHER-RANKING SOVIET OFFICIALS ARE BEING DESIGNATED TO PARTICIPATE IN IMPENDING FOREIGN TRADE NEGOTIATIONS. FOR EXAMPLE, A SOVIET DELEGATION THAT IS COMING TO HELSINKI TO NEGO- TIATE WITH ALKO OY, THE FINNISH STATE LIQUOR MONOPOLY, WILL INCLUDE ROBERT ((RUZANOV)), THE DEPUTY DIRECTOR FOR THE MAIN ADMINISTRATION FOR THE EXPORT OF MANUFACTURED ARTICLES AND CONSUMER GOODS IN THE MINISTRY OF FOREIGN TRADE. ROZANOV HAS ALREADY BEEN PUSHING THE EXPORT TO FINLAND OF "TECHNICAL ALCOHOL" AND WINE. (SOURCE COMMENT: "TECHNICAL ALCOHOL" REFERS TO ETHANOL REQUIRING ADDITIONAL PURIFICATION BEFORE IT CAN BE USED IN LIQUORS.) (b)(1) (b)(3)

(S/[redacted]/NF) 5. THE INCREASED IMPORTANCE BEING ATTACHED BY THE SOVIETS TO EFFORTS TO EXPORT MORE IS ALSO REFLECTED IN PROTOCOL ASPECTS OF FINNISH VISITS TO THE SOVIET UNION. A FINNISH DELEGATION, FOR EXAMPLE, SCHEDULED TO VISIT SEVERAL OBLAST CAPITALS IN JUNE 1986 WILL IN EACH CASE BE RECEIVED BY AN OBLAST EXECUTIVE COMMITTEE DEPUTY CHAIRMAN. NORMALLY ON SUCH VISITS, FINNISH TRADE REPRE- SENTATIVES ARE RECEIVED BY NO ONE RANKING HIGHER THAN THEIR COUNTERPARTS IN SOVIET FOREIGN TRADE ORGANIZATIONS. (b)(1) (b)(3)

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